

## Message Text

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66

ACTION NEA-12

INFO OCT-01 ISO-00 EB-11 COME-00 PM-07 MC-02 CIAE-00

INR-10 NSAE-00 RSC-01 SS-20 NSC-10 IGA-02 L-03 OMB-01

PRS-01 DRC-01 /082 W

----- 033135

R 191210Z NOV 73

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 4524

SECDEF WASHDC

INFO CNO WASHDC

CSAF WASHDC

DA WASHDC

JCS WASHDC

USCINCEUR VAIHINGEN GERMANY

C O N F I D E N T I A L TEHRAN 8135

E.O. 11652: GDS

TAGS: MASS, US, IR

SUBJECT: ACTIVITIES OF CAPT. POLLARD

REF: A. TEHRAN 7556

B. CARMISH/MAAG 161331Z OCT 73

C. CARMISH/MAAG 191330Z NOV 73

SUMMARY: GEN. TOUFANIAN HAS INFORMED EMBASSY RELATIONSHIP  
OF US FIRMS WITH CAPT. ERIC POLLARD, USN (RET), WILL BLOCK  
THEIR SALES TO GOI. END SUMMARY.

1. GEN. TOUFANIAN, VICE MINISTER OF WAR FOR ARMAMENTS,  
NOVEMBER 19 CALLED IN ECON. COUNS. AND EMBOFF TO DISCUSS  
PROBLEM OF AGENTS' FEES FOR DEFENSE CONTRACTS. TOUFANIAN  
SAID HE HAD BECOME QTE VERY NERVOUS UNQTE ABOUT ACTIVITIES  
OF CAPT. POLLARD. POLLARD, WHO WAS NAVAL ATTACHE IN IRAN  
AT TIME OF TROUBLES WITH MOSSADEGH, HAD ALLEGED TO US  
DEFENSE FIRMS AND IRANIAN OFFICIALS THAT HE PERSONALLY  
HAD PLAYED MAJOR PART IN PRESERVING IRANIAN INDEPENDENCE.

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TOUFANIAN SAID HE UNDERSTOOD POLLARD HAD USED THIS ARGUMENT

IN UNSUCCESSFUL EFFORT TO OBTAIN GRUMMAN AGENCY FOR F-14 AIRCRAFT. TOUFANIAN HAD RAISED MATTER WITH SHAH NOVEMBER 15, POINTING OUT THAT POLLARD WAS ATTEMPTING TO SECURE AGENT'S FEES THROUGH HIS ALLEGED PRESTIGE WITH GOI. SHAH HAD REPLIED THAT IT WAS TRUE POLLARD HAD BEEN ACTIVE DURING CRISIS BUT THAT HIS RESPONSIBILITIES AND SERVICES WERE ONLY THOSE OF A USG EMPLOYEE. IN NO CASE SHOULD POLLARD BE ALLOWED TO USE THIS ARGUMENT TO OBTAIN AGENT'S FEES FROM US FIRMS.

2. ACCORDINGLY, TOUFANIAN SAID HE HAD INFORMED ARMISH-MAAG HE WAS CANCELLING ALL ACTION ON POSSIBLE BUY OF SIX SIKORSKY RH-53 HELICOPTERS (REF C). HE SPECIFICALLY SAID HE DID NOT WANT BRIEFING TEAM FROM USN AND INDICATED HE DID NOT WISH TO DISCUSS MATTER WITH SIKORSKY AS LONG AS COMPANY MAINTAINED ASSOCIATION WITH POLLARD.

3. WE ASKED WHETHER CANCELLATION OF SALE WAS CONDITIONAL ON SIKORSKY'S ABILITY TO END RELATIONSHIP WITH POLLARD. TOUFANIAN INDICATED THAT WAS THE CASE BUT COMMENTED HE BELIEVED IT WOULD BE IMPOSSIBLE FOR COMPANY TO BREAK CONTRACT WITH POLLARD. IN ASIDE, HE NOTED THAT DESPITE DOD ASSURANCES, HE WAS CONVINCED HOFFMAN COMPANY STILL MAINTAINED CONTRACT WITH LAVI FIRM EVEN AFTER STRENUOUS GOI OBJECTIONS.

4. TOUFANIAN SAID HE UNDERSTOOD POLLARD HAD SIMILAR AGENCY RELATIONSHIP WITH OTHER US DEFENSE FIRMS. THOSE FIRMS WOULD BE UNABLE TO SELL THEIR PRODUCTS TO GOI AS LONG AS LINK WITH POLLARD MAINTAINED.

COMMENT: FROM OTHER COMMENTS WE CONCLUDED SIKORSKY IS NOT WELL REGARDED BY TOUFANIAN AND PROBABLY OTHERS IN GOI. FIRM HAS EXHIBITED INEPT SALES EFFORT HERE AND MUST BEAR MEASURE OF RESPONSIBILITY FOR ITS BAD REPUTATION. WITHOUT REVEALING THESE COMMENTS TO FIRM, WE HOPE STATE AND SECDEF OFFICERS CAN MAKE IT PLAIN TO SIKORSKY THAT COMPANY HAS NO OPTION ON QUESTION OF POLLARD'S STATUS IF IT WISHES TO CONTINUE TO DO BUSINESS IN IRAN. GIVEN STRONG IRANIAN SUSPICIONS, WHATEVER ACTION SIKORSKY TAKES SHOULD BE CONFIDENTIAL

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CLEARLY ABOVE BOARD AND CONVINCING. HELMS

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## Message Attributes

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